

Message Text

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PAGE 01 BAGHDA 00471 191002Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 TRSE-00 XMB-02 OPIC-03
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ATHENS FOR RTDO. USDOC FOR CAGNE-RUAN

E.O. 11652: N/A
TAGS: BEXP, IZ
SUBJECT: BOYCOTT WARNING CAUSES PROBLEMS FOR GE INDUSTRIAL AND
UTILITY POWER SYSTEMS SEMINAR

1. SUMMARY. TWO WEEKS AFTER USDOC EDP SEMINAR IN BAGHDAD,
GE PRESENTED A TECHNICAL SEMINAR ON "INDUSTRIAL AND UTILITY
POWER SYSTEMS". GE REPRESENTATIVES JUDGED SEMINAR A
SUCCESS DESPITE SECRET MINISTERIAL LETTER DIRECTING
MINISTRY OF INDUSTRIES REPRESENTATIVES NOT TO ATTEND BECAUSE
OF GE'S BEING ON ARAB BOYCOTT WARNING LIST. END SUMMARY.

2. GE ADVANCE MAN VISITED BAGHDAD IN MID-JANUARY TO MAKE
ARRANGEMENTS FOR TECHNICAL SEMINAR INVITING REPRESENTATIVES
FROM THE FOLLOWING SIX GOI ORGANIZATIONS:
STATE ORGANIZATION FOR ELECTRICITY (SOE),
STATE ORGANIZATION FOR MINERALS (SOM),
STATE ORGANIZATION FOR INDUSTRIAL AND DESIGN AND
CONSTRUCTION (SOIDC)
STATE ORGANIZATION FOR OIL PROJECTS (SCOP),
IRAQ NATIONAL OIL COMPANY (INCO),
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AND STATE ORGANIZATION FOR OIL REFINERIES AND GAS
INDUSTRY (ORA).
FIRST THREE ARE PART OF MINISTRY OF INDUSTRY AND MINERALS
AND LAST THREE ARE PART OF THE MINISTRY OF OIL.
AFTER WEEK'S STAY, ADVANCE MAN LEFT BAGHDAD WITH INFORMAL
ASSURANCES OF SUPPORT FROM ALL ORGANIZATIONS, AND SEMINAR
WAS SCHEDULED TO BE HELD FEBRUARY 28-MARCH 3 AT IRAQI

ENGINEERS UNION.

3. WHEN GE REPRESENTATIVE RETURNED TO BAGHDAD FEBRUARY 21, HE DISCOVERED THAT THE CONFERENCE HALL OF THE IRAQI ENGINEERS UNION WAS UNEXPECTEDLY NOT AVAILABLE, AND HAD TO RENT SPACE AT THE LAST MINUTE AT A PRIVATE CLUB. MORE IMPORTANTLY, LATE IN THE MORNING OF THE DAY BEFORE OPENING OF THE SEMINAR, GE LEARNED, UNOFFICIALLY, THAT THE MINISTER OF INDUSTRY HAD ISSUED A SECRET LETTER DIRECTING PERSONNEL FROM HIS MINISTRY NOT TO PARTICIPATE. MINISTER REPORTEDLY ISSUED DIRECTIVE BECAUSE GE HAD BEEN PLACED ON THE ARAB BOYCOTT WARNING LIST IN LATE 1976 AS A RESULT OF ITS POSSIBLE INVOLVEMENT IN CONSTRUCTION OF A NUCLEAR POWER PLANT IN ISRAEL. FYI: GE REPRESENTATIVES TOLD US THAT THEIR FIRM HAD BEEN ADVISED THAT THIS WARNING WOULD BE LIFTED AS OF MARCH 20, 1977. END FYI.

4. GE DECIDED TO PROCEED WITH SEMINAR AS SCHEDULED. FIRST DAY SESSION WAS ATTENDED BY 42 REPRESENTATIVES FROM ALL STATE ORGANIZATIONS EXCEPT STATE ORGANIZATION FOR MINERALS AND STATE ORGANIZATION FOR ELECTRICITY. AFTER DAY'S BREAK ON MARCH 1 BECAUSE GOI HOLIDAY, 35-40 GOI REPRESENTATIVES ATTENDED SESSIONS ON SECOND AND THIRD DAYS. EVENING RECEPTION ON MARCH 1 ATTRACTED 35 GOI OFFICIALS AND THEIR WIVES. NO MEMBERS FROM SOE OR SOM ATTENDED ANY SESSIONS; HOWEVER, SOIDC DID SEND REPRESENTATIVES EVEN THOUGH IT IS ALSO A PART OF THE MINISTRY OF INDUSTRY.

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5. GE REPRESENTATIVES INDICATED THAT THEY THOUGHT FUNCTION WAS A SUCCESS DESPITE PROBLEMS, AND WORTH THE ESTIMATED FIFTY THOUSAND DOLLARS COST; HOWEVER, ONE DESCRIBED IT AS A "RUMP SEMINAR" SINCE SOE WAS THE MAJOR TARGET. ONE REASON FOR POSITIVE GE APPRAISAL IS COMPANY HAS TWO OTHER MAJOR CONTRACTS WITH GOI PENDING--30 MILLION DOLLAR SUB-CONTRACT WITH MITSUBISHI TO PROVIDE GAS TURBINES FOR HARITHA THERMOELECTRIC PROJECT, AND 50-60 MILLION DOLLAR CONTRACT TO SUPPLY LOCOMOTIVES TO RAILWAYS ADMINISTRATION. GE THOUGHT EVENT PROVIDED CHANCE TO BUILD GENERAL GOOD WILL WITH GOI.
WILEY

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